

Better Reverse Logistics = Better Profit Margins

Transform your returns management with a channel-free, sustainable solution

The Problem

Consumers like to shop. They also like to return items.

Up to **40%** of all goods purchased online are returned

That's more than **\$816M** worth of merchandise (in 2022)

Ecommerce has a **2-5%** higher return rate than brick-and-mortar

but returns are costly to retailers...

Each item returned costs an average of **59%** of the item's original sales price

10.7% of online and **10.3%** of in-store returns are deemed fraudulent

60% of U.S. consumers "will reconsider purchasing from a store or company that charges for mailed returns"

...and the environment

Up to **9.5 BILLION POUNDS** of returned products ended up in landfills (2020)

Landfilled goods cause **27 MILLION TONNES** of carbon dioxide emissions each year

That's an equivalent to **10,500 fully loaded Boeing 747s**

That's the equivalent of one year's worth of driving for **5.9 million cars**

The Solution

Transforming reverse logistics/re-commerce/returns management processes to cut losses, save products from being destroyed, and improve profit margins.

Steps to take:

- #1 Simplify Returns Policy**
 - Make it clear and customer-friendly
- #2 Make Returns Processing More Efficient**
 - Invest in modern technology, like an automated returns processing system or a reverse logistics platform
- #3 Optimize Inventory Management**
 - Integrate the returned products seamlessly into your inventory management system
 - Efficiently manage returns and incorporate returned products back into the sales cycle
 - minimizing inventory write-offs
 - preventing unnecessary stock accumulation
- #4 Data-Driven Insights**
 - Utilize data analytics to gain insights into return patterns, product performance, and customer behavior and leverage them to inform product offerings, pricing strategies, and inventory management

How Fillogic Improves Reverse Logistics Profit Margins

Fillogic reduces the time it takes to get products back on the shelf from weeks to days.



Fillogic's reverse logistics solution results in a remarkable **180% increase** in full-price sales days.

Fillogic Hubs perform the quality control/quality assurance work on-site, **reducing**

- the miles a returned product travels
- the amount of packaging needed

By allowing online purchases to be returned in-store, Fillogic **reduces** packaging material in landfills and lowers carbon.



All of which results in cost savings that increase profit margins and a more circular, sustainable retail ecosystem.